

61-4375/a

*card*

10 JUN 1961

Mr. M. J. Rathbone, President  
Standard Oil Company  
30 Rockefeller Plaza  
New York 20, New York

Dear Mr. Rathbone:

I wish to thank you for your letter of 23 May 1961, enclosing information on the possible distribution of Soviet oil exports to the Free World in 1960 and on the quality characteristics of certain Russian crude oils. Your analysis indicating how Free World markets might absorb a million b/d of Soviet oil in 1960 is of particular interest to us.

The quality characteristics of the Russian crude oils mentioned in your letter are similar to those indicated by some Soviet sources for oil from the specific fields to which you refer. Other Soviet sources indicate, however, much lower quality characteristics for oil from these and the many other Ural-Volga fields, and it seems unlikely to us that the average quality of the Soviet crudes being exported to the Free World is as high as that of the crudes you mention. We do not, however, have sufficient firm evidence on which to base a meaningful average quality specification. Any further information you may develop along this line would be most useful to us.

Sincerely,

SIGNED

Allen W. Dulles  
Director

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Signed

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Remarks:

Mr. Dulles would like your comments on attached 23 May letter from Rathbone.

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Remarks:

For your information and necessary action.

The original of this letter and enclosure will be shown to the Director.

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FORM NO. 1 APR 55

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Replaces Form 30-4 which may be used.

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Executive Registry

61-4373/1

6 MAY 1961

MEMORANDUM FOR: Director of Central Intelligence

THROUGH: Deputy Director/Intelligence *WJ*

SUBJECT: Reply to Letter from the President of Standard Oil Company (New Jersey) on Potential Market for Soviet Oil

REFERENCES: (a) Letter from the DCI to Mr. M. J. Rathbone, President, Standard Oil Company (N. J.), dated 8 April 1961  
(b) Letter from Mr. Rathbone to the DCI, dated 23 May 1961

1. This memorandum contains a recommendation for action as set forth in paragraph 4.

2. Your letter to Mr. Rathbone, reference (a), indicated that we would welcome additional information on the capacity of Free World markets to absorb Soviet oil in 1965 and, also asked whether the quality of Soviet oil would present particular difficulties to Western refiners.

3. Mr. Rathbone's letter, reference (b), provides a useful, detailed estimate of the Free World market for Soviet oil in 1965. Mr. Rathbone's letter also gives some quality characteristics of "typical" Urals-Volga crude oils which Standard Oil indicates probably are moved "in large volume" to the Free World. The quality characteristics given are similar to those indicated in some Soviet sources

for the specific fields Mr. Rathbone mentions. Other Soviet sources indicate, however, much lower quality characteristics for oil from these and the many other Urals-Volga fields, and we think it is unlikely that the average quality of the Soviet crudes being exported to the Free World is as high as that of the crudes mentioned in Mr. Rathbone's letter.

4. It is recommended that the attached letter be signed.



OTTO E. GUTHE  
Assistant Director  
Research and Reports

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Enclosure:

Letter to Mr. Rathbone.